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TO PREPARE EXHIBITS FOR LAND SHOWS

SUGGESTIONS REGARDING THE CHOICE AND PREPARATION OF EXHIBIT MATERIAL FOR THE OREGON STATE EXHIBIT IN THE EASTERN LAND SHOWS

C. C. Chapman of Portland, secretary of the Oregon Development League, has sent out the following which partially explain the Oregon State Immigration Commission's activity regarding the gathering of an exhibit to represent the state of Oregon in the Eastern Land Shows this fall:

Expense and Credit
The local organization and growers are required to go to no expense other than that of gathering the specimens and getting them to the spot. We will arrange for them to be shipped to Portland, and will attend to the shipping east. Committees and growers will receive an entire credit for the exhibits on their sections. Our plan will be to maintain a tag on each specimen showing the name and address of the grower, and the local commercial organization represented.

Consignment
Consign all exhibit material to the Oregon State Immigration Commission, Commercial Club building, Portland, Oregon. Shipping tags will be awarded to the commercial clubs and to be distributed for this purpose. Label with these and ship by eight.

Packing
Pack with great care. These are not ordinary shipments, but are the cream of the country that are going to compete against the cream of the country from other states, and they must not be simply thrown into a crate or car promiscuously. Last year many choice specimens had to be thrown away owing to the fact that they were broken or mutilated on account of careless packing.

Good Material Wanted
Quality rather than quantity must be our motto. We would rather have a few choice specimens from each community than tons of inferior samples that would be classed in the Land Shows as mere junk. Every community should, however, send something.

Wheat Sheaves
Will offer suggestions regarding
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THE TUMALO PROJECT AND VARIETY OF CROPS GROWN

SOIL IS WELL ADAPTED TO RAISING ALL KINDS OF GRAIN AND ROOT CROPS AND FRUITS—CATTLE AND HOGS THRIVE ON THE PRODUCTS OF THAT SECTION — FARM LANDS ARE NOW BEING EXTENSIVELY CULTIVATED

Now that the appropriation for the Tumalo irrigation project is secured and it has passed safely through all the ups and downs of the Legislature and run the gauntlet of injunctions and the courts, it is fitting that the country itself should be described.

The Tumalo irrigation project is located on the west side of the Deschutes river and comprises about 27,000 acres of the best land in Central Oregon. The land has a gentle slope to the north and east, making it easily irrigated. The soil is what has been described as volcanic ash. It is a good soil for some crops, but is lacking in potash necessary for the best production of others. This, however, can be supplied with profit. The subsoil consists of a hard layer at a depth of from two to six feet, and below that an unknown depth of black sand. The hard layer becomes soft upon the application of water, and alfalfa roots penetrate it. The black sand has been excavated to the depth of 15 to 20 feet. In building cisterns or other concrete work the sand makes a convenient source of material.

The products are varied and abundant, as all who saw the last Laidlaw Fair, where products from the west side were exhibited, will testify. Alfalfa is probably the most widely grown and also the most valuable product. It is used mostly for hay but a considerable acreage is being devoted to pasturage for hogs and other stock. When used as pasturage for hogs, pork can be produced at a very low price, netting a large profit to the farmer at the prevailing high prices of hogs. Most of the alfalfa hay is fed to cows and it is the best hay for this purpose. The milk from most of these cows is sold to the Laidlaw Cheese Factory where a very high quality of cheese is manufactured. Those who sell cream are able to dispose of their product conveniently to the creameries at both Bend and Redmond.

Among the other hay crops grown on the Tumalo project are red, mammoth and other clovers which are all adapted to this section. Grain is also grown for hay, but mainly to pre-

pare the new ground for the seeding of alfalfa or clover. Some grain is also threshed in this section.

Another crop that yields well is potatoes. For quality the potatoes grown in this section cannot be excelled. On account of the low prices outside many of those grown last year were fed to stock for which they can be used with profit. Potatoes are particularly useful in preparing the ground for alfalfa or clover.

The other root crops also do well. Those mainly grown are carrots, rutabagas and turnips. Beets and mangels can also be grown on new ground. Carrots or rutabagas furnish a fine succulent feed for cows in the winter and for this purpose are unexcelled only by kale. Kale can also be grown to perfection on the Tumalo Project.

Another fine green feed is Canada field peas. They are a comparatively new crop for most of the farmers but are proving a success with many of them. Yields as high as 10 tons of green feed and three and one half tons of hay to the acre have been reported. They are also a profitable crop in connection with hogs, the peas being allowed to ripen and the hogs are then turned in to harvest them. In connection with alfalfa, hogs can be grown very cheaply this way.

The small fruits produce well anywhere on the Tumalo Project. Gooseberries especially do nicely and yield a large quantity of fine quality berries. Currants, raspberries and blackberries also do well. Strawberries of a fine quality are grown, coming into the market somewhat later than the imported ones.

The tree fruits yield well. The year 1912 was a good one and all the orchards on the segregation were loaded down. Not so good a yield is expected this year on account of the unfavorable spring. Apples do the best of any fruit, and both fall and winter apples are raised. The best fall variety so far reported is the Yellow Transparent, with Grimes' Golden a close second. For winter

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Did You Ever Pay a Bill Twice?

The one who has not had to pay more than one bill the second time is the exception and not the rule. Few people when paying a bill ask for a receipt, and if they do they fail to keep the receipt. Did you ever have a dispute over a payment? Unpleasant, is it not? Do you wish the circumstance to occur again? There is one sure way to escape it. Pay your bills with checks. If you received no interest on your idle money it would only show good sense and good wisdom to have it in a bank. Transact your business in a business way and pay your bills by checks. Your check when returned to you makes an undisputable receipt. A bank account makes you systematic and encourages you to save part of your income. Many a man has become rich because he became interested in watching his bank balance and was thus led to find ways to increase it. Start a bank account with us and we will help you make it larger. Why not begin today?

Redmond Bank of Commerce

REDMOND, OREGON

A TOUR OF CENTRAL ORE. IS ARRANGED

"FLYING SQUAD" TO AROUSE INTEREST IN DEVELOPMENT LEAGUE MEETING — COMMISSION STARTED MONDAY AND TO MEET CITIZENS EN ROUTE

Representing the Portland Commercial Club and various leading enterprises of Portland, a commission, which is to be known as the "Flying Squad," will devote all of this week to a tour through Central Oregon to arouse enthusiasm in the convention of the Central Oregon Development League, which is to be held August 19-21.

The personnel of this commission is Phil S. Bates, representing C. C. Chapman, of the Commercial Club; Prof. A. B. Cordley, dean of agriculture of the Oregon Agricultural College; R. H. Crozier, general passenger agent of the Spokane, Portland & Seattle Railway; L. M. Foss, representing the O. W. R. & N.; newspaper representatives and representatives of the Klamath Falls Chamber of Commerce.

Meetings are to be held at all important cities in Central Oregon to secure the appointment of delegates to the convention and for the purpose of giving the members of the "Flying Squad" the opportunity to

meet farmers, homesteaders and business men of Central Oregon, and to obtain information which will enable the Oregon Agricultural College and the Portland Commercial Club to help Central Oregon effectively in their efforts to develop the resources

C. C. Chapman, secretary of the Oregon Development League, and Wm. Hanley, president of the Central Oregon Development League, have issued a letter which will be sent through Central Oregon to all commercial organizations, so that preparations for meeting with the "Flying Squad" may be made at once.

Following is the itinerary outlined in this announcement to Central Oregon clubs:

Monday, July 14—Breakfast at Bend; dinner at Prineville, meeting after dinner; supper at Madras, meeting after supper.

Tuesday, July 15—Breakfast at Metolius, meeting after breakfast; 10 o'clock, Culver, half hour meeting; dinner, Terrebonne; 2 o'clock, Redmond, afternoon meeting; supper, Laidlaw, meeting after supper.

Wednesday, July 16—En route to Burns, will meet homesteaders at Brookings, Rolyat and Hampton Butte. If feasible, meetings will be held at these points or elsewhere on the main traveled road.

Thursday, July 17—Morning meet at Harney; dinner, Harriman, noon meeting; afternoon meeting, Lawen; supper and evening meeting, Burns.

Friday, July 18—Dinner and noon meeting, Narrows; supper, at "P" ranch.

Saturday, July 19—Dinner and supper at homesteaders' settlements in Catlow Valley.

Sunday, July 20—Breakfast at Roaring Springs; dinner, Plush; afternoon meeting, Adel; supper Lakeview.

Monday, July 21—Dinner and a meeting at New Pine Creek; supper

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WHAT THEY SAY ABOUT HUB CITY CELEBRATION

The County Papers All Have Good Words to Say About Our Big Celebration

Madras Pioneer: Almost everybody and his brother went to Redmond on the 4th. They took along the kids and the wimmen folks and put in the whole blooming day. Badges, cards, posters, flags and personality went into the advertising jackpot for the Madras Fair. If there is any person who celebrated at Redmond that does not know that Madras is to have a fair on October 16, 17, 18, it is simply because they have forgotten the dates. Redmond put up a good celebration. Her publicity committee may well feel proud of its work for there were at least 4000 people in town on the 4th. It was the only celebration in the county and neighboring towns all sent big delegations. Truly Redmond got herself on the map as the Hub City of Crook county.

Terrebonne Oregonian: Redmond was there and so was the rest of Crook county. But Redmond was "there"—"there and over"—as the hostess; the others being the guests—delighted guests, if you please. It was a grand celebration, a large and generous celebration, a fitting commemoration of our nation's birth held under the auspices of the city of Redmond, assisted by her sister towns and country folk. It is estimated that 4000 people were present.

How Local Merchant Can Kill Mail Mail Order Competition

Mail order business is that department of business whereby thru the medium of advertising merchandise is sold direct to the consumer by mail. This business has grown in leaps and bounds. Why? Because the local merchant does not keep pace with the increasing demand of an increasing population.

The five big mail order houses of Chicago receive on an average of 250,000 orders a day. And this enormous business comes from communities whose natural trade belongs to the local merchant. The local merchant must make more effort to hold his business and get new business or the big concerns will make greater inroads. He must beat the mail order houses at their own game. He can do this by handling honest goods at honest prices, and telling about the goods in such a way people will believe him. Fault finding or appealing to local pride is of no avail.

It is the careful, systematic, elaborate and half truthful description in mail order advertising that has built up the big mail order business. If the local merchant will be careful, systematic, elaborate and truthful in all his local advertising he will win. The advertiser who is truthful, will in the end get the business.

The public can never know what a merchant has to sell unless he tells about it. There is no better friend of the merchant and no better means of publicity than the local paper. Every merchant who carries on a systematic advertising campaign in his local paper, properly and honestly describing what he has for sale, will find his business in no way affected by mail order competition.

THE SPOKESMAN CAN HELP YOU WITH YOUR ADVERTISING TO GET RESULTS. LET US TRY.

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